

Farm Power

Farm Power Northwest LLC organizes, owns, and operates renewable energy projects that sustain Puget Sound family farms and promote local growth.



Kevin Maas

Sunnyside AgSTAR Workshop--November 18, 2008

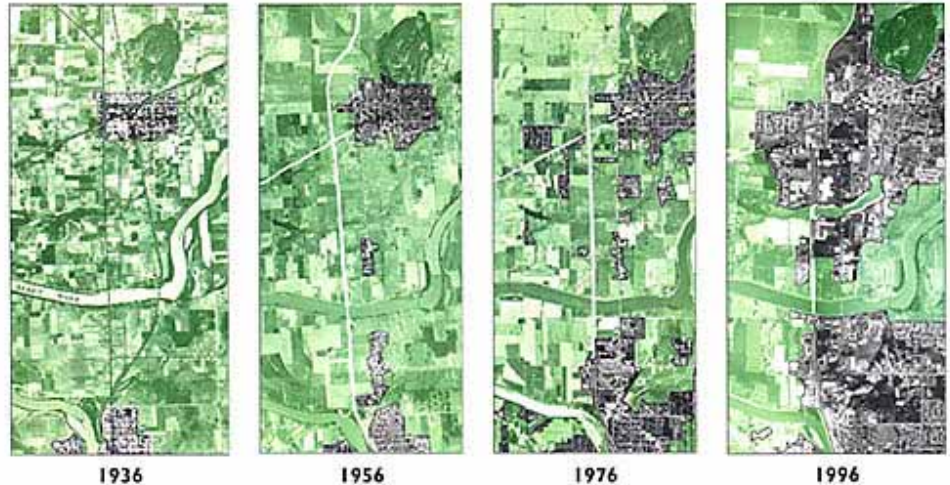


The Problem

- Small and medium-sized Puget Sound dairy farms under pressure
- slow progress on energy independence and climate change

The Opportunities

- Strong community support for local agriculture and economic development
- Enormous future demand for electricity in Western Washington





Large Dairy Farms

- one percent of all operations, milking about 25% of all cows
- typically far from the public eye
- installing a digester is a defensive maneuver
- lots of people trying to sell them digesters



Difficult to sustain environmental message and gain political support

Poor fit with Farm Power model

Medium-sized Dairy Farms

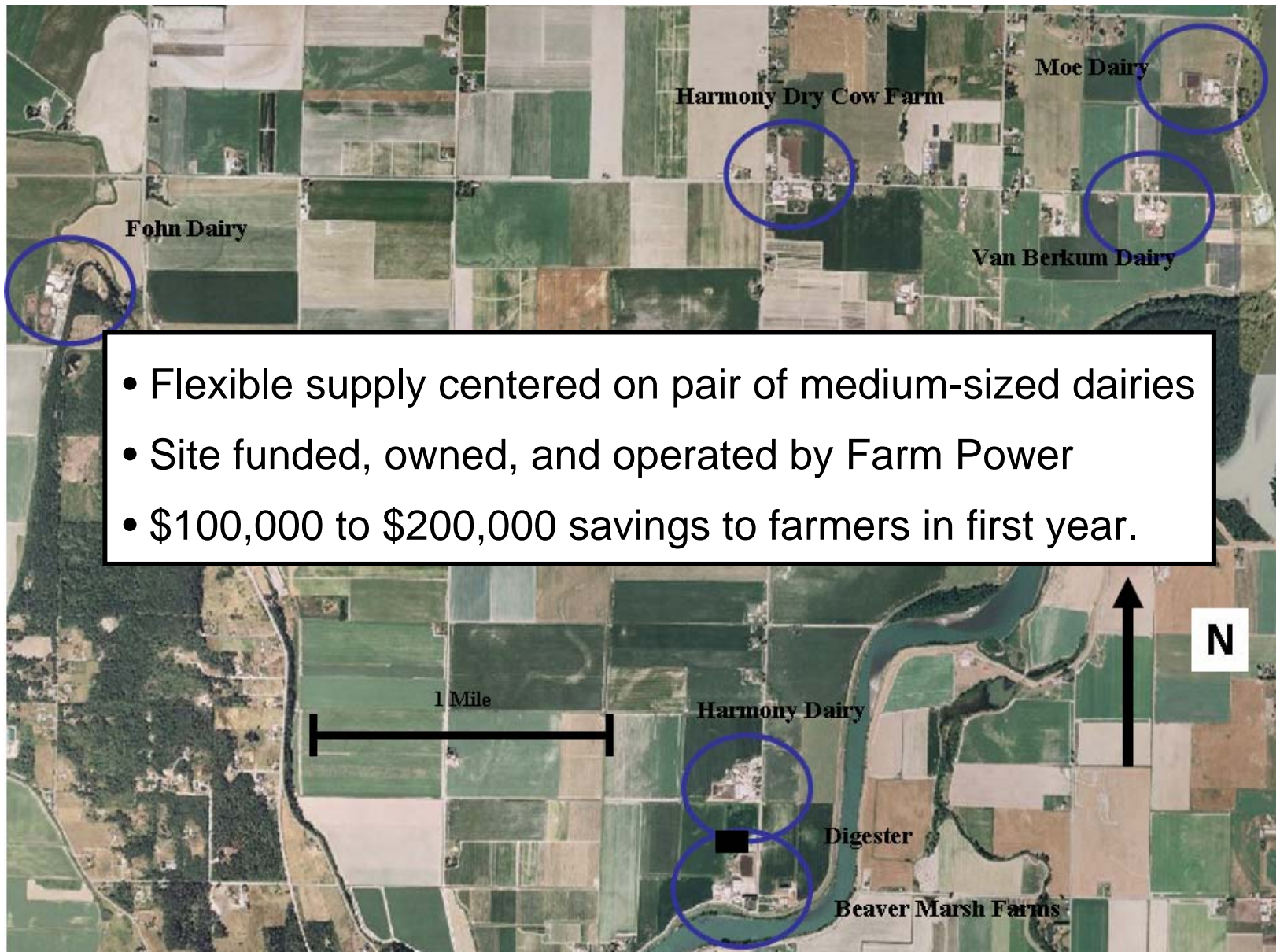
- about ten percent percent of all operations, milking about 33% of cow population
- often located closer to consumers
- installing digester can be an offensive maneuver
- many companies have given up trying to sell digesters to these farmers

Can “out-green” environmentalists
with transparency and build
community support;

Farm Power will buy you a digester!



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Authenticity--others want it, farmers have it

- this picture is worth millions to the marketing departments at utilities, offset providers, government agencies, etc.
- why should a farmer milking 500 cows risk his own money for them?
- cultural gap between farmers and many serving the biogas industry.



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The Market

- Cows are entering the renewable energy world slowly; small farms are not adopting digesters
- Alternatives for generating electricity are increasing rapidly in price
- Sources of many carbon offsets are overseas or at landfills



QuickTime™ and a
TIFF (Uncompressed) decompressor
are needed to see this picture.



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Groundbreaking!

- attended by about 140 supporters from farming, financial, and environmental communities, as well as entire political roster
- included presentation of two \$500,000 grants, from USDA and State of Washington



Community Activities

Strong Support From:

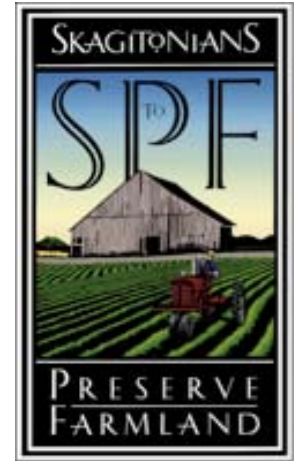
Community Groups
Environmental Organizations
County Government
State Legislature

Challenges:

High Startup Costs
Working with Utility Engineers
Local Fundraising
Still-developing CO2 Market



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Developed urban/rural, private/public,
non-profit/business, farmer/environmentalist partnerships
driven by shared interest in keeping Skagit Valley green and farming

Thank you!

Questions? Comments?



www.farmpower.com